

## Message Text

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PAGE 01 ABU DH 01116 121250Z  
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 COME-00 OMB-01 TRSE-00  
CIAE-00 INR-07 NSAE-00 PRS-01 /028 W  
-----121252Z 035851 /43  
R 121153Z  
FM AMEMBASSY ABU DHABI  
TO SECSTATE WASHDC 5934  
INFO AMEMBASSY CAIRO

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FOR NEA/ARP

E.O. 11652: N/A  
TAGS: ETRD  
SUBJ: INTEREST IN FORD AGENCY

1. AMBASSADOR RECENTLY VISITED BY ALI BIN AHMAD AL THAHERI, UNDER SECRETARY OF OFFICE OF SHAIKH KHALIFA BIN ZAYID (ELDEST SON OF SHAIKH ZAYID AND CROWN PRINCE OF ABU DHABI EMIRATE) AND BY MUHAMMAD AL BADIE, CHAIRMAN OF AL BADIE TRADING ESTABLISHMENT OF ABU DHABI (BOX 229) ABOUT AGENCY REPRESENTATION FOR FORD. APPROACH WAS MADE AT SHAIKH KHALIFA'S INSTRUCTIONS BECAUSE OF HIS INTEREST IN HAVING A RESIDENT OF ABU DHABI, I.E. MR. AL BADIE, BE FORD MOTOR COMPANY'S AGENT FOR EMIRATE OF ABU DHABI WHEN FORD IS REMOVED FROM BOYCOTT LIST.

2. AMBASSADOR POINTED OUT THAT EMBASSY HAD NO INFORMATION ON WHERE MATTERS STAND REGARDING REMOVAL OF FORD FROM BOYCOTT LIST AND ASKED WHAT UAEG INTENTIONS MIGHT BE WITH THIS REGARD. VISITORS COULD NOT RESPOND TO THIS QUESTION. ALSO POINTED OUT THAT EMBASSY CAN NOT PLAY ANY ROLE IN DETERMINING WHO SHALL BE AGENT OF US COMPANY IN FOREIGN COUNTRY. THIS IS MATTER BETWEEN  
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AMERICAN COMPANY AND UAE FIRMS AND OTHER FIRMS IN UAE HAVE ALREADY EXPRESSED AN INTEREST.( HOWEVER, AMBASSADOR PROMISED TO LET DEPARTMENT KNOW OF SHAIKH KHALIFA'S SUPPORT FOR MR. AL BADIE'S INTEREST IN BEING FORD AGENT. THIS REPOSE SEEMED TO SATISFY VISITORS.

3. AMBASSADOR HAS SINCE BEEN TOLD THAT MR. AL BADIE IS PLANNING TO VISIT US ON BUSINESS TRIP IN NEXT TWO WEEKS AND HOPES TO CALL ON FORD MOTOR COMPANY OFFICIALS. DEPARTMENT REQUESTED TO ALERT FORD MOTOR COMPANY OFFICIALS IN WASHINGTON OR MR. WAYNE FREDERICKS OF FOMOCO IN NEW YORK ABOUT MR. AL BADIE'S FORTHCOMING VISIT. IN VIEW OF SHAIKH KHALIFA'S INTEREST, IT WOULD BE HELPFUL TO EMBASSY TO HAVE NAME OF FORD MOTOR COMPANY OFFICIAL WHO WOULD AT LEAST BE PREPARED MEET WITH MR. AL BADIE WITH CLEAR UNDERSTANDING THERE IS NO COMMITMENT OF ANY KIND BY FORD.

4. BY WAY OF BACKGROUND, AL BADIE IS AGENT FOR FRENCH FIRMS BERLIET AND SIDEM DESALTING PLANTS. HE ALSO OPERATES LOCAL CONSTRUCTION AND TRUCK TRANSPORT FIRM.

HIS PRINCIPAL US AGENCY IS TWA (FOR ABU DHABI ONLY).  
SEE 76 ABU DHABI 1243 FOR ADDITIONAL WTDR INFORMATION.

5. COMMENT: WE BELIEVE APPROACH IS RESULT OF RECENT NEWS FROM CIRO THAT GOE IS PREPARED CONSIDER BYOCOTTED COMPANY INVESTMENT IN EGYPT (STATE 79003). AMBASSADOR TOLD BY VISITORS IF FORD REMOVED FROM EGYPTIAN BOYCOTT LIST, THAT WAS ALL THE EXCUSE NEEDED TO GET IF OFF LIST IN UAE. APPROACH ALSO MAY BE RESULT OF FACT THAT NUMBER OF OTHER PERSONS IN UAE ARE NOW ANQGLING TO GET AGENCY RELATIONSHIP WITH FORD. IN PAST, FORD REPRESENTED IN UAE BY WELL KNOWN DUBAI BUSINESSMAN JUMA AL MAJID, BUT AGENCY RELATIONSHIP TOO LUCRATIVE TO GO TO ONE MAN IN EVENT FORD REMOVED LIMITED OFFICIAL USE

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FROM BLACK LIST. BESIDES AL BADIE, THERE HAVE ALSO BEEN APPROACHES TO FORD BY MUHAMMAD RUBAYA (WHOSE SILENT PARTNER IS DEPUTY PRIME MINISTER SHAIKH HAMDAN); BY MIN INTERIOR SHAIKH MUBARAK ON BEHALF OF HIS SON; AND BY PROMINENT LOCAL FIRMS HARIB AL UTAYBA, SALIM AL SAMAAAN; YUSUF BIN AHMAD KANOO, TESCO, AL GHAITH; AND ARABIAN CONTRACTING COMPANY.  
DICKMAN

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NNN

\*\*\* Current Handling Restrictions \*\*\* n/a

\*\*\* Current Classification \*\*\* LIMITED OFFICIAL USE

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
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**Decaption Note:**  
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**Disposition Approved on Date:**  
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**Disposition Date:** 22 May 2009  
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**Original Handling Restrictions:** n/a  
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**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
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